

Lawrence General Hospital

2021 Hospital Profile

OVERVIEW

City/Town:	Lawrence, MA	Tax Status:	Non-profit
Region:	Northeastern Massachusetts	Trauma Center Designation:	Adult: Level 3
Hospital Type:	Community-High Public Payer Hospital	Total FTE's in HFY21:	1,552.96
Total Staffed Beds in HFY21:	227, Mid-Size Hospital	FY21 Case Mix Index:	0.99
Hospital System Affiliation:	Lawrence General Hospital and Affiliates	Public Payer Mix²:	70.9%: HPP Hospital
Hospital System Surplus (Deficit) in HFY21:	(\$16,318,000)	Percent of Total GPSR - Medicare/Medicaid/Commercial:	36% / 28% / 19%
Change in Ownership HFY17-HFY21:	Not Applicable	CY20 Commercial Statewide Relative Price:	0.82

FINANCIAL

GROSS AND NET PATIENT SERVICE REVENUES (GPSR & NPSR)

	HFY17	HFY18	HFY19	HFY20	HFY21
Inpatient GPSR	\$200.3M	\$206.2M	\$208.0M	\$199.5M	\$235.4M
Outpatient GPSR	\$362.4M	\$355.9M	\$344.3M	\$327.8M	\$433.0M
Total GPSR	\$562.7M	\$562.1M	\$552.3M	\$527.3M	\$668.4M
Inpatient NPSR per CMAD	\$7,930	\$10,356	\$11,573	\$9,535	\$11,880
Inpatient NPSR	\$89.2M	\$116.6M	\$126.5M	\$110.9M	\$122.5M
Outpatient NPSR	\$133.5M	\$111.1M	\$106.5M	\$86.7M	\$126.6M

REVENUE & EXPENSES

	HFY17	HFY18	HFY19	HFY20	HFY21
Operating Revenue	\$247.8M	\$253.6M	\$261.1M	\$286.6M	\$315.6M
Non-Operating Revenue ⁴	\$3.1M	(\$1.3M)	(\$0.2M)	\$3.6M	\$3.2M
COVID Funding Included in Operating Revenue ⁵	-	-	-	\$61.3M	\$0.0M
Total Revenue	\$250.9M	\$252.4M	\$260.9M	\$290.1M	\$318.8M
Total Expenses	\$247.8M	\$252.5M	\$266.0M	\$299.7M	\$326.3M
Total Surplus (Deficit)	\$3.1M	(\$0.2M)	(\$5.1M)	(\$9.6M)	(\$7.5M)
Operating Margin	0.0%	0.4%	(1.9%)	(4.5%)	(3.4%)
Non-Operating Margin	1.2%	(0.5%)	(0.1%)	1.2%	1.0%
Total Margin	1.2%	(0.1%)	(2.0%)	(3.3%)	(2.4%)

SOLVENCY AND LIQUIDITY

	HFY17	HFY18	HFY19	HFY20	HFY21
Total Net Assets or Equity	\$114.9M	\$115.4M	\$107.4M	\$93.9M	\$72.8M
Current Ratio	1.6	1.7	1.4	1.5	1.3
Debt Service Coverage Ratio	4.4	3.1	2.1	1.2	1.9
Cash Flow to Total Debt	13.6%	9.0%	4.6%	1.6%	4.0%
Equity Financing Ratio	49.7%	46.3%	40.6%	29.1%	24.0%
Average Age of Plant	10.0	11.0	0	12.0	12.0

UTILIZATION

Licensed Beds in HFY21:	227
Available Beds in HFY21:	227
Staffed Beds in HFY21:	227
HFY21 Percentage Occupancy:	50.7%
Inpatient Discharges in HFY21:	10,422
Change HFY20-HFY21:	(4.5%)
Percent of Total Region Discharges in HFY21:	7.9%
Percent of Statewide Total Discharges in HFY21:	1.4%
Inpatient Days in HFY21:	42,021
Change HFY20-HFY21:	0.7%
Percent of Total Region Inpatient Days in HFY21:	6.7%
Percent of Statewide Total Inpatient Days in HFY21:	1.1%
Average Length of Stay in HFY21:	4.03
Change HFY20-HFY21:	5.5%
Emergency Department Visits in HFY21:	54,534
Change HFY20-HFY21:	2.1%
Percent of Total Region Emergency Department Visits in HFY21:	11.1%
Percent of Statewide Total Emergency Department Visits in HFY21:	2.1%
Outpatient Visits in HFY21:	521,048
Change HFY20-HFY21:	91.2%

TOP DISCHARGES BY INPATIENT CASE (DRG) IN FY21

Inpatient Case (DRG) ⁶	Discharges	Percent of Total Hospital Discharges
Normal Neonate Birth	1,116	10.77%
Vaginal delivery	744	7.18%
Major Resp Infect & Inflam	625	6.03%
Septicemia & Disseminated Infections	470	4.53%
Cesarean delivery	446	4.30%
Heart failure	444	4.28%
Kidney & Urinary Tract Infections	230	2.22%
Cardiac Arrhythmia	210	2.02%
Cellulitis & Other Skin Infections	176	1.69%
Procedures for obesity	151	1.45%

TOP DISCHARGES BY COMMUNITY IN FY21

Community ⁶	Discharges	Percent of Total Community Discharges
Lawrence, MA	4,865	50%
Methuen, MA	1,371	24%
Haverhill, MA	1,223	14%
North Andover, MA	876	34%
Andover, MA	775	27%
Salem, NH	270	12%
Lowell, MA	116	1%
Plaistow, NH	65	11%
Atkinson, NH	55	14%
Dracut, MA	35	1%

For descriptions of the metrics, please see the technical appendix.

¹ Data from the FY2017 through FY2021 CHIA Cost Reports and Financial Statements.

² High Public Payer Hospitals (HPP) reported a minimum of 63% of gross patient service revenue from public payers.

³ Effective FY 2020 supplemental revenue is not included in net patient service revenue for all hospitals. Prior to FY 2020, reporting of supplemental revenue varied by hospital.

⁴ There was an accounting change adopted by most hospitals beginning in FY 2020 in which unrealized gains and losses on investments are now recognized as non-operating income.

⁵ Federal and State COVID-19 relief funding was distributed to hospitals as part of the Coronavirus Aid, Relief, and Economic Security (CARES) Act beginning in FY2020. A portion of this funding was reported as operating revenue.

⁶ Inpatient cases and communities with less than 25 discharges have been omitted from the Top Discharges by Inpatient Case (DRG) and Top Discharges By Community charts.